

RAJESH HIRALAL AHIR

TOP MANAGEMENT, AUDIT & FINANCE PROFESSIONAL

Chartered Accountant having rich expertise in managing financial and commercial operations; Targeting position preferably in Finance & Accounts Dept. with an organization of high repute



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Core Competencies

Strategic Financial Planning & Budgeting

Risk Management, Compliance

Controllership & Decision Support

Joint Ventures, Mergers & Acquisitions

Group Re-Structuring

Financial Due Diligence

Banking & Treasury Management

High Stake Negotiations & Deal Structuring

Corporate Finance & Fund Raising

Internal Financial Controls

Process Transition & Migration

Financial Management & Strategies

Internal & External Audits / Forensic and Fraud Investigations

Cost Control & Cost Reduction

Profile Summary

- Chartered Accountant having 3 decades of rich experience in Local and International geography into:
Financial Management & Strategies // Accounting & Reporting // Budgeting & Cost Management // Internal & External Auditing // Direct & Indirect Taxation // Management Accounting & Reporting // Risk Management & Insurance // Banking & Treasury Management // Cost Control & Cost Reduction // Procurement, Shipping & Logistics//
- Gained hands-on domain expertise in **Construction & Contracting, Oil & Gas Industry, Manufacturing, Engineering & Technology, Trading Companies, F&B, Hospitality & Retail Industry, Advertising Publicity & Media Industry, Health Care & Pharmaceutical Retail Chain**
- Successfully reviewed and enhanced all **financial procedures and internal controls, automated financial information systems** and prepared financial forecasts with coordinated budget projections
- Directed financial analysis; internal and regulatory reporting; accounting **operations; budgeting; forecasting** that led to long-term improvements in cost savings, profitability and productivity
- Directed the **implementation of best practices** in the acquisition due diligence, modeling, integration and accounting processes
- Led the management of syndicated loan structures, debt, and M & A
- Ensured strong communication with **financial stakeholders** (rating agencies, key financiers, large & smaller shareholders) to build credibility
- Delivered optimal results in **financial planning & management**, accounting, budgeting and working capital management
- Supported investment analysis & project feasibility studies including fund management, preparation of budget & annual plans; established working relationship with **Banks & Financial Institutions** for raising funds
- Extensive working knowledge of **IGAAP, Ind. AS, IFRS** and regulatory compliances; streamlined financial processes through lowering risk, heightening productivity & improved internal financial controls

Soft Skills

Decision-Maker

Problem-solver

Team Leader

Negotiator

Intuitive

Career Timeline (Recent 4)



Notable Accomplishments Across the Career

- Established structure of **Finance Department from scratch** and successfully implemented Finance & Accounting Department in various companies
- Skilled in **managing large team of Accountants** in the Accounting & Financial Management
- Successfully **identified & implemented Accounting Software & Solutions** for **multiple companies**
- Merit of **designing & creating multiple Financial Authority & Procedural Manuals** for multiple Companies

- Implemented **Scientific Accounting & Reporting System** by way of MPR (Monthly Performance Reporting System)
- Created the **Accounting & Financial KPIs** for effective Financial Management of various organizations
- Developed the **Financial Models, Due Diligence, Feasibilities Studies** highlighting, NPV, IRR and Pay Back Period for new ventures and investments
- Established **Management Reporting** for improving & maximizing profitability and Return on Investment through Budgeting, Standard Costing and **Marginal Costing Techniques**
- Appreciated for **raising short-term loans worth USD 11 Million** from Financial Institutions for meeting immediate short-term commitments of the organization
- Recognized for arranging **long-term loans worth USD 40 Million** from Financial Institutions for acquiring long-term fixed assets for the organization
- Credited for arranging **projects financing to the tune of USD 300 Million** from various Financial Institutions
- Achieved savings in millions through cost control & implementing Scientific Purchasing System and key observations made during **Internal Audit Assignment and Investigation**
- Successfully **represented various Clients & Customers at Direct & Indirect Taxation Authorities**
- Arranged **Banking Facilities, Loans & Overdrafts** leveraging smooth operations of the organizations
- Implemented ISO Certifications** for companies resulting in amplifying business competitiveness and visibility across Middle East Markets
- Credited for arranging various **Insurance Policies** to cover probable losses of the Enterprises arising from different risks, supported the **Insurance & Risk Management** of the Enterprise Businesses
- Designed a **scientific system to stop frequent cheque bouncing** in the banks and improved overall company's Confidential Report (CR) within the banking circle and also with the Central Bank of the Country
- Successfully turned around loss making companies** into profit making companies with Prudent Cash Management and correct blend of Business Policies and Practices

Corporate & Industry Experience

Jul'2016 – Jul'2019: M/s. Zalco Industries Ltd., Lusaka Zambia as Group – CFO / Head of Finance

Jul'2013 – Jun'2016: M/s. Pioneer Vision Group – Abu Dhabi, UAE as Group – CFO / Head of Finance

Feb'2005 – Aug'2007: M/s. Amplex Emirates Contracting Co. LLC, Abu Dhabi, UAE as Chief Financial Controller

Jun'2000 – May'2004: M/s. International Engineering Technology, Abu Dhabi, UAE (Part of Al Hamed Group, Abu Dhabi (UAE) as Manager - Finance & Accounts / CFO

Significant Accomplishments:

- Working closely with CEOs and management in devising a financial strategy to support the company's business strategy
- Designed Financial strategies, managed businesses, finances & funding, financial reporting, decision-making and implemented & reviewed Group's Financial Policies and Procedures across all the Group Companies
- Created the annual budget programs to support Business Heads in finalizing & presenting budgets to the Board
- Generated & Raised funds, arranged long & short-term loans, Letters of Credit - LCs, Bank Guarantees, Bills Discounting and various banking facilities for the company and its various projects
- Introduced reporting management in Group Companies, new ventures for Maximizing Profitability and Return on Investment for all group companies
- Led the management accounting & reporting for Cost / Volume / Profitability Relationship - Marginal Costing analysis as Cost & Management Techniques & Solutions. JIT Method & Approach for improving operating efficiencies & removal of operating losses due to futile activities & resources in the processes
- Drove the risk management & insurance by managing finalization and arranging Insurances Policies for Projects, Company's Assets, Shipped Materials and Inventory Stores
- Headed Treasury & Foreign Exchange Management by establishing Letters of Credit (L/C), Tender Bonds, Performance Guarantees, Advance Payment Guarantees, Shipping Guarantees, Loans, TR and Foreign Exchange Management
- Created Financial Models, Due Diligence, Feasibilities Studies highlighting, NPV, IRR & Pay Back Period for financial viability of the new ventures
- Consolidated Group Companies Financial Statements under IFRS reporting
- Led a team of Accountants for facilitating quarterly closing of accounts & integrity of financial statements of group Cos.
- Assessed the Company's Financial Accounting, MIS and Performance Reporting System for all the Group companies
- Maintained excellent relationship with company's Customers, Statutory Auditors', Banks, Internal Auditors, Insurance Companies, Suppliers, Government agencies and all third parties
- Established the Finance & Accounting Department; created Financial & Accounting Procedures, Financial Chart of Accounts & Accounting System & Procedures
- Supervised the company's financial accounting, maintaining MIS, monitored & reported, review of accounting documents such as CPV, BPV, JV's, BDV, D/N, C/N, Project Invoicing, Staff Salaries & Wages and Salary Transfers, Processing Payments to Suppliers, Sub-Contractors & Third Parties

- Restoring financial health of the company through the following initiatives:
 - Taking control of all receivables, payable and assets (tangible and intangible)
 - Establishing a working relationship with bankers, suppliers and workers; negotiating settlements and restructuring financial liabilities with bankers, suppliers, statutory agencies
 - Developing and presenting a revival business model to Financers, BIFR and Regulatory Agencies
 - Resolving pending legal, statutory, direct and indirect tax cases and ensuring a fresh start to operations; arranging finance facilities for the re-commencement of business
- Leading the design and overhaul of the cost accounting system; attributed costs to customer channels and effectively improved margins, Building Costing System to give margin inputs for better pricing of products

Professional Experience

Since Sep'2019: **Financial & Tax Consultant** for Accounting, Taxation, Banking, IT Systems and various Financial Consultancies at Mumbai, Pune, Nagpur & Nasik - India

Aug'2007 - Jul'2013: **Financial & Tax Consultant/Auditor** for Accounting, Taxation, Banking & Financial Consultancies

Jan'1992 - May'2000: **Chartered Accountant/Auditor** for Accounting, Taxation, Auditing, Banking, IT Consultancies

Key Result Areas:

- Executing Accounting and Yearly External / Internal Auditing assignments for various clients
- Preparation of Audited Financials and related reports in accordance with international Accounting & Auditing Standards
- Establishing consistent and appropriate business practices, enhanced controls for credit risks, and built staff/supplier morale at a time of financial distress; instituted controls, teamwork and accountability throughout the entity
- Successfully creating and implementing a fixed assets accounting system to monitor and manage all fixed assets and depreciation expenses
- Providing Risk management & insurance services by managing finalization and arranging Insurances Policies for Projects, Company's Assets, Shipped Materials and Inventory Stores
- Providing Treasury & Forex Management services by establishing Letters of Credit (L/C), Tender Bonds, Performance Guarantees, Advance Payment Guarantees, Shipping Guarantees, Loans, TR and Foreign Exchange Management
- Providing all round financial, Taxation, Banking & Treasury, Project Management, IT Systems and all related financial Consultancies to different customers

Education

- 1992:** Chartered Accountant from The Institute of Chartered Accountants of India (ICAI) || Member of ICAI
- 1988:** Bachelor of Commerce from The University of Poona

Certifications & Seminars Attended

- Oracle 8i and Developer 6 Programming Course from SQL Star International Bombay an Authorized Training Center and Oracle Education Partner in Mumbai - India
- Professional Seminar on VAT & VAT Audits
- Professional Seminar on Banking & Financing (Project Financing)
- Professional Seminar on Insolvency and Bankruptcy Codes
- Professional Seminar on Indirect Taxes – GST Laws – under new regime
- Oracle 9i Seminar at Crown Plaza Dubai – UAE + Professional Seminar on Project Management
- Awareness of Quality Management System Based on ISO 9001:2000

IT Skills

- Operating Software's:** MS Word, Excel, GLDI, PowerPoint, Lotus-123, Micro-grafx, ABC Flow Charter
- Accounting Software's:** FOXACC, Tally, Best, DACEASY, Peachtree, Microsoft GP, Focus & Oracle Financials

Personal Details

Date of Birth: 02/04/1968	 Languages Known: English, Hindi, Marathi & Urdu
Nationality: Indian	 Driving Licenses: Valid U.A.E, Zambian & Indian Driving Licenses
Marital Status: Married	 No. of Dependents: Three
Visa Status: Visit	 Passport No.: PP. No. R-2952463, Valid till 19 th July 2027
Location: Mumbai - India	